

	2012			2013			2014			2015			2016			2017		
All 7(A)	\$	678,614,400		\$	296,400,300		\$	888,020,600		\$	905,708,300		\$	980,350,200		\$	1,099,918,700	
Ethnicity																		
All Minority	\$	177,637,700	26%	\$	109,895,700	37%	\$	267,845,700	30%	\$	285,623,700	32%	\$	330,474,600	34%	\$	330,300,300	30%
AMERICAN INDIAN	\$	1,892,400	0%	\$	485,000	0%	\$	5,833,300	1%	\$	948,500	0%	\$	1,774,100	0%	\$	4,463,500	0%
ASIAN OR PACIFI	\$	127,279,500	19%	\$	85,421,400	29%	\$	186,930,900	21%	\$	212,692,000	23%	\$	232,848,400	24%	\$	225,868,600	21%
BLACK	\$	14,237,100	2%	\$	4,890,000	2%	\$	14,288,000	2%	\$	19,068,900	2%	\$	27,451,500	3%	\$	27,512,300	3%
HISPANIC	\$	34,228,700	5%	\$	19,099,300	6%	\$	60,793,500	7%	\$	52,914,300	6%	\$	68,400,600	7%	\$	72,455,900	7%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	66,716,500	10%	\$	40,268,900	14%	\$	117,294,600	13%	\$	128,718,800	14%	\$	149,875,100	15%	\$	176,533,900	16%
WHITE	\$	434,260,200	64%	\$	146,235,700	49%	\$	502,880,300	57%	\$	491,365,800	54%	\$	500,000,500	51%	\$	593,084,500	54%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	96,724,600	14%	\$	56,316,800	19%	\$	152,706,200	17%	\$	145,623,600	16%	\$	134,212,700	14%	\$	160,047,300	15%
Female Owned more than 50%	\$	89,943,600	13%	\$	43,759,100	15%	\$	94,382,000	11%	\$	119,623,900	13%	\$	151,206,800	15%	\$	182,075,900	17%
Male Owned	\$	491,946,200	72%	\$	196,324,400	66%	\$	640,932,400	72%	\$	640,460,800	71%	\$	694,930,700	71%	\$	757,795,500	69%
Veteran	\$	27,469,300	4%	\$	6,777,800	2%	\$	24,391,500	3%	\$	35,109,700	4%	\$	33,439,000	3%	\$	31,913,600	3%
EXISTING BUSINESS	\$	502,948,400	74%	\$	219,764,900	74%	\$	570,951,700	64%	\$	575,971,300	64%	\$	617,647,400	63%	\$	692,199,900	63%
NEW BUSINESS	\$	175,366,000	26%	\$	76,635,400	26%	\$	312,316,600	35%	\$	329,387,000	36%	\$	358,568,900	37%	\$	405,802,500	37%
Rural	\$	117,183,600	17%	\$	33,987,900	11%	\$	175,239,400	20%	\$	155,959,200	17%	\$	164,714,100	17%	\$	134,787,200	12%
Urban	\$	561,430,800	83%	\$	262,412,400	89%	\$	712,781,200	80%	\$	749,749,100	83%	\$	815,636,100	83%	\$	965,131,500	88%
Export	\$	30,197,600	4%	\$	8,725,300	3%	\$	55,082,100	6%	\$	65,801,800	7%	\$	55,937,100	6%	\$	35,273,000	3%
CAPLine	\$	22,605,000	3%	\$	5,900,000	2%	\$	24,391,000	3%	\$	7,660,000	1%	\$	7,466,800	1%	\$	7,246,000	1%
PLP	\$	328,118,000	48%	\$	213,431,600	72%	\$	501,660,200	56%	\$	514,546,700	57%	\$	589,281,500	60%	\$	773,041,000	70%
Express	\$	83,182,300	12%	\$	30,728,300	10%	\$	97,557,600	11%	\$	95,292,700	11%	\$	98,245,600	10%	\$	114,676,600	10%
\$150K and Under	\$	72,724,700	11%	\$	34,014,000	11%	\$	100,409,100	11%	\$	100,279,900	11%	\$	98,295,800	10%	\$	118,318,700	11%
>\$150K - \$350K	\$	110,191,400	16%	\$	30,011,400	10%	\$	101,748,000	11%	\$	115,159,000	13%	\$	111,148,400	11%	\$	137,281,900	12%
>\$350K - \$2M	\$	354,949,300	52%	\$	145,781,200	49%	\$	410,458,500	46%	\$	435,801,700	48%	\$	455,149,000	46%	\$	495,405,200	45%
>\$2M	\$	140,749,000	21%	\$	86,593,700	29%	\$	275,405,000	31%	\$	254,467,700	28%	\$	315,757,000	32%	\$	348,912,900	32%

**All Activity illustrated above is as of 10/20 for each FY listed.**

	2012		2013		2014		2015		2016		2017	
<b>All 7(A)</b>	<b>2,230</b>		<b>934</b>		<b>2,588</b>		<b>2,901</b>		<b>2,734</b>		<b>3,264</b>	
<b>Ethnicity</b>												
<b>All Minority</b>	<b>507</b>	<b>23%</b>	<b>226</b>	<b>24%</b>	<b>628</b>	<b>24%</b>	<b>846</b>	<b>29%</b>	<b>757</b>	<b>28%</b>	<b>891</b>	<b>27%</b>
AMERICAN INDIAN	15	1%	5	1%	20	1%	12	0%	17	1%	25	1%
ASIAN OR PACIFI	256	11%	124	13%	343	13%	414	14%	377	14%	434	13%
BLACK	58	3%	20	2%	72	3%	148	5%	115	4%	146	4%
HISPANIC	178	8%	77	8%	193	7%	272	9%	248	9%	286	9%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	216	10%	130	14%	376	15%	322	11%	337	12%	451	14%
WHITE	1,507	68%	578	62%	1,584	61%	1,733	60%	1,640	60%	1,922	59%
<b>Gender</b>												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	326	15%	145	16%	374	14%	399	14%	345	13%	417	13%
Female Owned more than 50%	383	17%	158	17%	439	17%	560	19%	506	19%	608	19%
Male Owned	1,521	68%	631	68%	1,775	69%	1,942	67%	1,883	69%	2,239	69%
<b>Veteran</b>	<b>110</b>	<b>5%</b>	<b>50</b>	<b>5%</b>	<b>88</b>	<b>3%</b>	<b>119</b>	<b>4%</b>	<b>132</b>	<b>5%</b>	<b>149</b>	<b>5%</b>
<b>EXISTING BUSINESS</b>	<b>1,542</b>	<b>69%</b>	<b>652</b>	<b>70%</b>	<b>1,771</b>	<b>68%</b>	<b>1,759</b>	<b>61%</b>	<b>1,655</b>	<b>61%</b>	<b>2,072</b>	<b>63%</b>
<b>NEW BUSINESS</b>	<b>687</b>	<b>31%</b>	<b>282</b>	<b>30%</b>	<b>808</b>	<b>31%</b>	<b>1,141</b>	<b>39%</b>	<b>1,071</b>	<b>39%</b>	<b>1,188</b>	<b>36%</b>
<b>Rural</b>	<b>275</b>	<b>12%</b>	<b>132</b>	<b>14%</b>	<b>458</b>	<b>18%</b>	<b>511</b>	<b>18%</b>	<b>415</b>	<b>15%</b>	<b>464</b>	<b>14%</b>
<b>Urban</b>	<b>1,955</b>	<b>88%</b>	<b>802</b>	<b>86%</b>	<b>2,130</b>	<b>82%</b>	<b>2,390</b>	<b>82%</b>	<b>2,319</b>	<b>85%</b>	<b>2,800</b>	<b>86%</b>
<b>Export</b>	<b>46</b>	<b>2%</b>	<b>18</b>	<b>2%</b>	<b>74</b>	<b>3%</b>	<b>80</b>	<b>3%</b>	<b>54</b>	<b>2%</b>	<b>34</b>	<b>1%</b>
<b>CAPLine</b>	<b>33</b>	<b>1%</b>	<b>8</b>	<b>1%</b>	<b>30</b>	<b>1%</b>	<b>16</b>	<b>1%</b>	<b>17</b>	<b>1%</b>	<b>11</b>	<b>0%</b>
<b>PLP</b>	<b>547</b>	<b>25%</b>	<b>253</b>	<b>27%</b>	<b>554</b>	<b>21%</b>	<b>635</b>	<b>22%</b>	<b>662</b>	<b>24%</b>	<b>1,238</b>	<b>38%</b>
<b>Express</b>	<b>1,119</b>	<b>50%</b>	<b>527</b>	<b>56%</b>	<b>1,412</b>	<b>55%</b>	<b>1,634</b>	<b>56%</b>	<b>1,463</b>	<b>54%</b>	<b>1,725</b>	<b>53%</b>
<b>\$150K and Under</b>	<b>1,299</b>	<b>58%</b>	<b>620</b>	<b>66%</b>	<b>1,624</b>	<b>63%</b>	<b>1,880</b>	<b>65%</b>	<b>1,678</b>	<b>61%</b>	<b>2,035</b>	<b>62%</b>
<b>&gt;\$150K - \$350K</b>	<b>434</b>	<b>19%</b>	<b>120</b>	<b>13%</b>	<b>397</b>	<b>15%</b>	<b>437</b>	<b>15%</b>	<b>417</b>	<b>15%</b>	<b>522</b>	<b>16%</b>
<b>&gt;\$350K - \$2M</b>	<b>450</b>	<b>20%</b>	<b>165</b>	<b>18%</b>	<b>478</b>	<b>18%</b>	<b>499</b>	<b>17%</b>	<b>538</b>	<b>20%</b>	<b>593</b>	<b>18%</b>
<b>&gt;\$2M</b>	<b>47</b>	<b>2%</b>	<b>29</b>	<b>3%</b>	<b>89</b>	<b>3%</b>	<b>85</b>	<b>3%</b>	<b>101</b>	<b>4%</b>	<b>114</b>	<b>3%</b>

All Activity illustrated above is as of 10/20 for each FY listed.

	2012			2013			2014			2015			2016			2017		
All 504	\$	314,416,000		\$	23,338,000		\$	216,364,000		\$	242,957,000		\$	233,177,000		\$	286,283,000	
Ethnicity																		
All Minority	\$	63,451,000	20%	\$	4,896,000	21%	\$	53,445,000	25%	\$	73,858,000	30%	\$	81,034,000	35%	\$	82,892,000	29%
AMERICAN INDIAN	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	255,000	0%
ASIAN OR PACIFI	\$	39,953,000	13%	\$	3,235,000	14%	\$	39,899,000	18%	\$	50,784,000	21%	\$	54,469,000	23%	\$	66,450,000	23%
BLACK	\$	7,577,000	2%	\$	229,000	1%	\$	938,000	0%	\$	6,368,000	3%	\$	7,512,000	3%	\$	1,064,000	0%
HISPANIC	\$	15,921,000	5%	\$	1,432,000	6%	\$	12,608,000	6%	\$	16,706,000	7%	\$	19,053,000	8%	\$	15,123,000	5%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	37,443,000	12%	\$	1,091,000	5%	\$	18,500,000	9%	\$	18,291,000	8%	\$	23,336,000	10%	\$	41,040,000	14%
WHITE	\$	213,522,000	68%	\$	17,351,000	74%	\$	144,419,000	67%	\$	150,808,000	62%	\$	128,807,000	55%	\$	162,351,000	57%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	-	0%	\$	-	0%	\$	484,000	0%	\$	2,419,000	1%	\$	10,641,000	5%	\$	69,129,000	24%
Female Owned more than 50%	\$	35,004,000	11%	\$	1,640,000	7%	\$	21,600,000	10%	\$	23,680,000	10%	\$	28,759,000	12%	\$	22,933,000	8%
Male Owned	\$	279,412,000	89%	\$	21,698,000	93%	\$	194,280,000	90%	\$	216,858,000	89%	\$	193,777,000	83%	\$	194,221,000	68%
Veteran	\$	6,705,000	2%	\$	661,000	3%	\$	9,187,000	4%	\$	6,153,000	3%	\$	9,505,000	4%	\$	1,740,000	1%
EXISTING BUSINESS	\$	271,451,000	86%	\$	19,476,000	83%	\$	176,031,000	81%	\$	187,470,000	77%	\$	199,170,000	85%	\$	203,759,000	71%
NEW BUSINESS	\$	42,965,000	14%	\$	3,862,000	17%	\$	40,333,000	19%	\$	55,487,000	23%	\$	34,007,000	15%	\$	79,457,000	28%
Rural	\$	66,683,000	21%	\$	5,865,000	25%	\$	46,126,000	21%	\$	58,140,000	24%	\$	51,290,000	22%	\$	65,155,000	23%
Urban	\$	247,733,000	79%	\$	17,473,000	75%	\$	170,238,000	79%	\$	184,817,000	76%	\$	181,887,000	78%	\$	221,128,000	77%
Export	\$	20,601,000	7%	\$	4,309,000	18%	\$	9,288,000	4%	\$	7,682,000	3%	\$	5,313,000	2%	\$	2,304,000	1%
\$150K and Under	\$	5,421,000	2%	\$	455,000	2%	\$	2,980,000	1%	\$	3,757,000	2%	\$	3,860,000	2%	\$	2,825,000	1%
>\$150K - \$350K	\$	33,114,000	11%	\$	2,024,000	9%	\$	22,793,000	11%	\$	17,480,000	7%	\$	16,729,000	7%	\$	26,006,000	9%
>\$350K - \$2M	\$	166,437,000	53%	\$	17,624,000	76%	\$	132,629,000	61%	\$	118,979,000	49%	\$	148,104,000	64%	\$	149,494,000	52%
>\$2M	\$	109,444,000	35%	\$	3,235,000	14%	\$	57,962,000	27%	\$	102,741,000	42%	\$	64,484,000	28%	\$	107,958,000	38%

All Activity illustrated above is as of 10/20 for each FY listed.

	2012		2013		2014		2015		2016		2017	
<b>All 504</b>	<b>443</b>		<b>37</b>		<b>306</b>		<b>286</b>		<b>292</b>		<b>331</b>	
<b>Ethnicity</b>												
<b>All Minority</b>	<b>86</b>	<b>19%</b>	<b>5</b>	<b>14%</b>	<b>70</b>	<b>23%</b>	<b>62</b>	<b>22%</b>	<b>74</b>	<b>25%</b>	<b>76</b>	<b>23%</b>
AMERICAN INDIAN	-	0%	-	0%	-	0%	-	0%	-	0%	1	0%
ASIAN OR PACIFI	44	10%	1	3%	42	14%	33	12%	39	13%	46	14%
BLACK	15	3%	1	3%	4	1%	6	2%	7	2%	3	1%
HISPANIC	27	6%	3	8%	24	8%	23	8%	28	10%	26	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	35	8%	2	5%	17	6%	19	7%	25	9%	52	16%
WHITE	322	73%	30	81%	219	72%	205	72%	193	66%	203	61%
<b>Gender</b>												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	-	0%	-	0%	1	0%	3	1%	20	7%	81	24%
Female Owned more than 50%	64	14%	6	16%	49	16%	44	15%	45	15%	39	12%
Male Owned	379	86%	31	84%	256	84%	239	84%	227	78%	211	64%
<b>Veteran</b>	<b>18</b>	<b>4%</b>	<b>1</b>	<b>3%</b>	<b>9</b>	<b>3%</b>	<b>13</b>	<b>5%</b>	<b>10</b>	<b>3%</b>	<b>7</b>	<b>2%</b>
<b>EXISTING BUSINESS</b>	<b>396</b>	<b>89%</b>	<b>31</b>	<b>84%</b>	<b>255</b>	<b>83%</b>	<b>245</b>	<b>86%</b>	<b>254</b>	<b>87%</b>	<b>254</b>	<b>77%</b>
<b>NEW BUSINESS</b>	<b>47</b>	<b>11%</b>	<b>6</b>	<b>16%</b>	<b>51</b>	<b>17%</b>	<b>41</b>	<b>14%</b>	<b>38</b>	<b>13%</b>	<b>76</b>	<b>23%</b>
<b>Rural</b>	<b>113</b>	<b>26%</b>	<b>10</b>	<b>27%</b>	<b>66</b>	<b>22%</b>	<b>68</b>	<b>24%</b>	<b>75</b>	<b>26%</b>	<b>98</b>	<b>30%</b>
<b>Urban</b>	<b>330</b>	<b>74%</b>	<b>27</b>	<b>73%</b>	<b>240</b>	<b>78%</b>	<b>218</b>	<b>76%</b>	<b>217</b>	<b>74%</b>	<b>233</b>	<b>70%</b>
<b>Export</b>	<b>18</b>	<b>4%</b>	<b>3</b>	<b>8%</b>	<b>11</b>	<b>4%</b>	<b>10</b>	<b>3%</b>	<b>4</b>	<b>1%</b>	<b>2</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>51</b>	<b>12%</b>	<b>5</b>	<b>14%</b>	<b>26</b>	<b>8%</b>	<b>34</b>	<b>12%</b>	<b>33</b>	<b>11%</b>	<b>23</b>	<b>7%</b>
<b>&gt;\$150K - \$350K</b>	<b>136</b>	<b>31%</b>	<b>8</b>	<b>22%</b>	<b>94</b>	<b>31%</b>	<b>71</b>	<b>25%</b>	<b>67</b>	<b>23%</b>	<b>100</b>	<b>30%</b>
<b>&gt;\$350K - \$2M</b>	<b>220</b>	<b>50%</b>	<b>23</b>	<b>62%</b>	<b>168</b>	<b>55%</b>	<b>149</b>	<b>52%</b>	<b>170</b>	<b>58%</b>	<b>175</b>	<b>53%</b>
<b>&gt;\$2M</b>	<b>36</b>	<b>8%</b>	<b>1</b>	<b>3%</b>	<b>18</b>	<b>6%</b>	<b>32</b>	<b>11%</b>	<b>22</b>	<b>8%</b>	<b>33</b>	<b>10%</b>

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